

Message Text

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63

ORIGIN AF-18

INFO OCT-01 ISO-00 EB-11 COME-00 RSC-01 /031 R

DRAFTED BY AF/C:SJHAMRICK:OSM

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APPROVED BY AF/C:COHEN

EB:OA:AVP:DUDLEY - SUBS

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COMMERCE:OED/ME/PD: JOHN HARDISTY

----- 089377

R 132140Z SEP 73

FM SECSTATE WASHDC

TO AMEMBASSY KINSHASA

C O N F I D E N T I A L STATE 182464

E.O. 11652: GDS

TAGS: BEXP, ETRANS, CG

SUBJECT: GOZ INTEREST IN GRUMMAN GULFSTREAM AND BOEING
HELICOPTERS

REF: (A) KINSHASA 7935 (B) STATE 173854

1. GENERAL BABIA HAS EVIDENTLY REQUESTED GENERAL FALLU AT
ZAIRE EMBASSY WASHINGTON TO SEEK INFO SIMILAR TO THAT
REQUESTED REF A FROM BOEING AND GRUMMAN IN US.

2. BOEING MADE PRESENTATION OF DOCUMENTS TO GENERAL
FALLU SEPT 12 FOR PURCHASE OF SIX BOEING MODEL 234 HELI-
COPTERS (COMMERCIAL EQUIVALENT OF CH-47). WHILE FINANCIAL
ARRANGEMENTS NOT RPT NOT DISCUSSED, BOEING OFFERED SEND
TECHNICAL TEAM TO KINSHASA TO DISCUSS MODALITIES OF
PROPOSALS. FALLU TOLD BOEING HE WOULD SEND INFO ON TO
KINSHASA IMMEDIATELY.

3. PAGE-GRUMMAN REPS ALSO MET WITH FALLU SEPT 10 IN
WASHINGTON BUT WERE UNABLE MAKE COMPLETE PRESENTATION AT
THAT TIME. PAGE-GRUMMAN REP HANNER WAS IN AFRICA AT TIME
WITH DETAILED PAGE-GRUMMAN PROPOSAL TO GOZ FOR PURCHASE
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GRUMMAN GULFSTREAM (REF B). HANNER HAD PLANNED VISIT

KINSHASA SEPT 1 WITH GRUMMAN DEMONSTRATOR, AT WHICH TIME OFFER WOULD BE MADE. PAGE-GRUMMAN HOWEVER UNABLE TO ARRANGE KINSHASA FLIGHT CLEARANCE AND APPOINTMENT WITH MOBUTU AND AS RESULT HANNER VISIT WAS SCRUBBED. PAGE-GRUMMAN NOW HAS APPOINTMENT WITH FALLU SEPT 18 IN WASHINGTON. PAGE-GRUMMAN PACKAGE WILL BE POUCHED TO EMBASSY ON OR ABOUT SEPT 17.

4. ADDITIONAL INFO FOLLOWS BY POUCH. RUSH

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NNN

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